



The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

The Year in Review

CEO'S CORNER

CBAAC continued to consolidate its strengths in 2016 with a number of critical advocacy wins and enhancements to its members-only programs and activities. Our activities, our Annual Report is available on line at cbaa-acaa.ca.

ADVOCACY

Rudy Toering, CBAAC's president and CEO believes that CBAAC turned a corner in 2016, making a real difference to operators' businesses, starting with 604 regulations. "2016 was the year we finally won major concessions from TC, including an extension to the 604 exemption to January 2017, and the creation of an exemption for training to proficiency."

Rudy also singled out CBAAC's actions on developing new federal air policy. "This government is updating its air policy for the first time in over 10 years" he explained. "Our position is that business aviation must be recognized as a distinct segment within new policy, and we communicated this to the Canada Transportation Act Review Panel, and to the minister and department in face-to-face meetings and formal submissions."

CBAAC also has made significant headway with other government departments, most notably the Canada Revenue Agency, whose recent interpretations of Fair Market Value on the personal use of business aircraft had our industry reeling. "Thanks to the concerted efforts of our members and our legal counsel, at this writing, we have the CRA's full attention and



commitment to resolve this issue fairly."

While CBAAC's advocacy with government departments and agencies is important, other organizations have an impact on business aviation as well. In 2016, CBAAC expanded its relationship with stakeholder groups across the country, with the aim of improving business aviation's operating environment. Rudy used CBAAC's recent dealings with airports as an example.

"One of business aviation's ongoing issues has been access to airport facilities and service – particularly de-icing" he said. His formal presentation to the Canadian Airports Council board led to a meeting with Toronto-Pearson officials, which resulted in guaranteed de-icing slots.

"This was a major breakthrough, and I think it serves as an example of our relationship with airports going forward."

CBAAC's efforts also extended beyond our borders, when, working with our international counterparts through IBAC, business aviation won a major concession when ICAO included exemptions for smaller aircraft and operations in its carbon-emission scheme.

Part of CBAAC's success in 2016 is attributed to the outreach program aimed at Members of Parliament. "When we distributed our Economic Impact Survey to Members of Parliament last year, we were able to begin to identify a cohort of elected officials who have become, or have the potential of becoming,

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With membership renewals being sent out in November, this is a good time to thank our members for their ongoing support, and remind everyone why a strong CBAAC can be the difference between your own business' success or failure.

I'd like to share some concrete examples. At this writing, CBAAC is deep into high-level discussions with the Canada Revenue Agency to resolve the onerous new interpretation that increases the tax liability on the personal use of business aircraft by as much as a factor of 10.

How big an issue is this? Very. We know of 15 aircraft purchases that have either been put on hold or cancelled because of the uncertainty around this tax interpretation. Because of our Economic Impact Study, we can show government that the loss of those aircraft could translate to a loss of 186 jobs (at an average wage of \$80,600), \$12.3 million in wages, \$21.0 million in GDP and \$43.5 million in economic output.

I guarantee you, those

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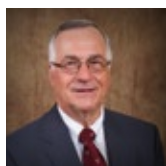


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number got the bureaucrats' attention. Nothing says "bad day at the office" in Ottawa more than having to tell your political masters that 186 Canadians could be losing high-salary jobs because of policy created under another government.

On another front, CBAA has again joined forces with other aviation associations to block the introduction of 705-type fatigue management rules for 704 operators. We are concerned for our members who operate ad-hoc charters or medevac. The fact is that 705 regulations would have a devastating effect on our 704 charter operators and leave some little option but to certify outside Canadian jurisdiction or cease their operations.

These are only two of many examples. In the coming year, we will be working on these -- and many other fronts -- to protect and enhance your business. In some cases, such as Partners in Safety, only members can benefit from the low



Rudy Toering,
President & CEO

and no-cost compliance tools we make available. In other cases, such as our lobbying CRA and Transport Canada for appropriate regulations and policy, everyone will reap the short term benefits, member or not.

But, in the long run, people who sit on the sidelines, and who do not have a voice at the table, ultimately hurt their own businesses the most. Without the tools and strength in numbers that only CBAA can provide, they have little or no ability to influence decisions that directly affect their business. It's bad for their bottom line, and it weakens our sector. The reality is that there are a finite number of business aviation operations. Every person, every aircraft, counts.

To our members: thank you again for your support. And for those who are still undecided, please contact me personally – I will be pleased to share more about the many benefits of CBAA membership.

And to everyone in the business aviation community, please accept my best wishes for a happy – and prosperous – new year. 🍁

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The Year in Review

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business aviation champions. This political support has already helped us push forward on the CRA issue, and we will be drawing on these people more as time goes by.” A more extensive awareness campaign, to include Senators, provincial/territorial governments, and major business associations, is on track for October 2016.

PARTNERS IN SAFETY

The CBAA continues to enhance its Partners in Safety program. The program was created to simplify member compliance, and support the

creation of a safety culture, especially for smaller owner/operators and includes the CBAA SMS, the National Aggregate Database (NAD), and a template operations manual. In addition to these items, the CBAA will be providing sample operations manuals targeted at operators without employees and small operators. Furthermore, the CBAA will be rehosting the NAD and offering a more streamlined online system to assist members in compliance with SMS, QA and Management Review of the SMS requirements. Program elements are constantly being revised and updated based on new requirements and by input from users.

ANOTHER RECORD-BREAKING CONVENTION

CBAA 2016 in Calgary was the third convention in a row that saw significant growth in delegate and exhibitor attendance, with over 700 people attending all or part of the event. “It’s clear that there is an appetite for the Canadian business aviation community to come together every year” Rudy said. “We are committed to increasing the value of the educational sessions and quality of the exhibit and static every year. “Next year we are setting the bar higher than ever when CBAA 2017 will be held in conjunction with the Abbotsford International Air Show and the Aerospace Defence and Security Expo. 🍁

2016 WINS

- Secured an extension of the CAR 604 exemption to January 2017
- 604 operations excluded from new fatigue regulations
- 604 and SMS guidance material issued, including guidance material for small operators
- Secured exemption to allow training to proficiency for competency certification to continue
- Secured de-icing slots at GTAA, working with other airports for similar accommodations
- CBSA commits to developing a different set of IAPI rules for business and general aviation
- Business aviation wins special exemptions related to ICAO’s new global carbon-offsetting scheme based on annual CO2 emissions tonnage and MTOW 🍁

New de-icing agreement reached with GTAA

Following a meeting between CBAA, its members and GTAA Ops officials, we are pleased to confirm that BA flights will have guaranteed slots in de-icing and departure queues at Toronto-Pearson during Departure Management Initiative (DTMI) periods.

While subject to restrictions, this represents the first time in several years that BA will be included in the formal DTMI schedule. The Central Deice Facility (CDF) slots will be available on a first-come, first-serve basis for BA, and an instruction document will be issued by the GTAA.

Our thanks goes to the eleven CBAA members who attended the meeting and helped finalize the agreement, and to GTAA’s CEO, Howard Eng, and members of his senior team, including Michael Belanger, Chris Miles and Wil MacMillan, for leading this initiative.

CBAA joins aviation association coalition to fight proposed 704 fatigue and duty regulations

Thanks to CBAA’s previous interventions, 604 operations are not subject to the proposed new fatigue regulations. However,

the proposed regulations may have a devastating impact on our members who operate 704 ad-hoc charters and medevac services. CBAA is once again joining

forces with a number of other aviation associations, including ATAC, HAC and NATA, to lobby TC to remove these regulations. If enacted, these regulations can

have a perverse consequence, with operators certifying outside of Canadian jurisdiction, and in fact, increasing risk instead of reducing it. 🍁

Progress on taxation related to the personal use of business aircraft

Following a meeting with senior Canada Revenue Agency (CRA) officials, the CBAA is moving forward with a recommended solution, created by a tax lawyer who is very familiar with the issue, with significant contributions by members and other tax professionals. More information will be forthcoming when it is available. 🍁



- The Canadian Business Aviation Association (CBAA) is a non-profit association formed in 1961 as Canada's voice for business aviation. Since its inception, CBAA has assumed an increasing leadership role in its advocacy for Canadian business aviation interests.
- With a membership of approximately 400 companies and organizations, including operators, management companies and suppliers, CBAA represents the entire business aviation community with a unified and collective voice.

OUR MISSION

- To represent and promote the Canadian business aviation community globally, advocating safety, security, and efficiency.

OUR VISION

- Promote the value of business aviation and shape its distinctive identity;
- Foster safety, security, efficiency, and innovation for Canada's business aviation community;
- Lead in the utilization of performance-based concepts;
- Promote a regulatory and policy environment which fosters the growth of business aviation.

The Canadian Pavilion at NBAA 2016: Members' highlights

For the third year in a row, CBAA has opened its exhibit space, known as the Canadian Pavilion, to members who want to get a start at NBAA's convention and exhibit. CBAA welcomes the following companies to the Pavilion! 🍁

CASP aerospace inc.

jobds.com
on-board data systems

P3

Beyond Risk
Management Ltd.



**CANADIAN
PROPELLER
& AIRCRAFT COMPONENTS**

Get ready for big changes – and new opportunities – at CBAA 2017!

Get ready for a different CBAA convention!



CBAA 2017 (August 9 – 11, 2017, Abbotsford, BC) will be held in conjunction with two other major aviation activities – the Abbotsford International Air Show and the Aerospace Defense and Security Expo (ADSE), at the state-of-the art Fraser Valley Trade & Exhibition Centre, also known as Tradex, at Abbotsford International Airport.

We are taking advantage of the huge venue to enhance the value of the event – by offering our exhibitors and static display a one and half day exhibition – and with our popular educational program also at the Tradex venue, or close by, we can guarantee a captive and engaged audience!

As well as the over 700 CBAA delegates expected to attend (based on last year's numbers), you will also be joined by the over 400 ADSE delegates who will have full access to the CBAA exhibit and static display; putting our exhibitors' products and services in front of over a thousand people! Social networking has been ramped up as well, with an opportunity for you to attend the Air Show's famous Twilight Show with your colleagues and clients at CBAA's very own chalet area.

We are working very closely with our partners: Diamond Sponsor, the Abbotsford International Airport; AIAC Pacific, the host of ADSE, and the Air Show secretariat, to identify shared and one-of-a-kind activities and events aimed at drawing record-breaking numbers to Abbotsford.

Start planning to be part of our enhanced event now – we are currently working out details on pricing and logistics and will share them with you as soon as possible.

Please contact Lise Hodgson with any questions at lhodgson@cbaa.ca for more information. 🍁

RENEW your membership in CBAA

Membership invoices are sent at the end of November.

We urge you to renew your membership so there is no break in our services to you, including:

- Partners in Safety is a multipart compliance program, that includes an SMS designed for 604 operations as well as the National Aggregate Database (NAD), a tool available at no charge that is used to upload your confidential data and create hazard registry and trend reports from pooled and de-identified data, Partners in Safety also gives you access to documentation that can be downloaded and customized for your operations, including an Operational Manual template, Ops checklist and more.
- Access to the Members Forum, that includes information, briefings and documentation available only to CBAA members
- An update of news, information and briefings from CBAA as well as the latest business aviation news from around the world – delivered to your inbox every week
 - Access to CBAA's delegation for fast and efficient processing of initial type ratings.
 - Access to CBAA industry and regulatory experts to help you deal with operational issues directly
 - The opportunity to save hundreds of dollars at CBAA's annual convention, with one complimentary full registration and additional member-only discounts.
 - Additional savings on products and services you use every day, with low rates on special offers to you by CBAA's Industry Partners.
 - The CBAA Job Board, helping you match the right person to the right job 🍁

For more information, please contact Lindsay Berndt, lberndt@cbaa.ca

CBAA Welcomes New Members

About Eclipse Air Charter

Eclipse Air Charter is an on-demand private aircraft charter company and the first Canadian company to combine luxury, aviation and technology. With no long-term commitment, membership fees, acquisition costs or management charges, Eclipse Air Charter works with corporate and individual clients worldwide. Click. Book. Fly. 🍁

Associate members: how CBAA helps you reach business aviation operators

CBAA's Industry Partnership program puts a supplier at the front of the line. Open only to CBAA associate members, The Industry Partnership program is a cost-effective and efficient way to reach the business operators community, particularly those who don't have specialized training departments, or huge purchasing departments, yet are still running a commercial enterprise. For more information on how to become an Industry Partner, please contact Lindsay Berndt, lberndt@cbaa.ca 🍁

Save the Dates!

Join us and our Diamond Sponsor, Abbotsford International Airport, as we host CBAA 2017, featuring targeted educational sessions, networking events, exhibits and Canada's largest static display of private and corporate aircraft.



CANADIAN BUSINESS AVIATION ASSOCIATION

CONVENTION & EXHIBITION

CBAA 2017

ABBOTSFORD BC ■ AUGUST 9-11

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Contact Lise Hodgson at 613.854.4686 or lhodgson@cbaa.ca

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Be part of the CBAA,
and take advantage
of our advocacy and
representation,
operational support,
unique discounts,
and networking
and partnership
opportunities.

Contact the CBAA or visit our website to find out how membership will:

- ▶ Enhance your safe operations and simplify regulatory compliance
- ▶ Save you hundreds – or even thousands – of dollars with members' only discounts
- ▶ Allow the CBAA to help promote your business
- ▶ Keep you informed and engaged on the Members Forum
- ▶ Increase your influence with government and opinion leaders
- ▶ Keep you on top of the latest news in aviation

From its one-of-a-kind Partners-in-Safety program, to major victories on transiting US airspace, extending exemptions on 604 regulations, and beyond, CBAA is committed to actions that ensure your success – and the ongoing success of our \$10.7 billion business aviation sector.

BAM BUSINESS
AVIATION
MATTERS

CBAACAA
SAFETY
MATTERS!
Partners in Safety

To find out what CBAA can do for you, contact Lindsay Berndt, lberndt@cbaa.ca; 613.236.5611, ex. 221.